Recent Progress in the Industry Here -Elephant and Buffalo Hide About the Most Expensive—Snakes Less In Demand—Tanned Human Skin.

Few women who have a taste for fine leather goods realize what havoc is wrought in the animal kingdom in order that their fancies may be gratified. Of course, the men must bear their share of the responsibility and that share grows larger every year as masculine tastes become more uxurious and manufacturers make more strenuous efforts to gratify them; but the vomen are the customers by whose whims and vagaries the fancy leather trade is

For a long time there was a tradition that all first-class leather goods must be imported into this country. Americans were not successful in tanning and coloring fancy leathers, and even if the skins were imported, there were no workmen here to use them skilfully. But recent years have changed all that.

One or two New York firms, famous for the quality of their wares, determined to produce lines of fancy leather goods equal to any to be found in Europe. Workmen were obtained from England, Germany, Austria. Leathers were imported. Designers were set at work and year by year the quality of goods turned out from these establishments has grown finer. until to-day it courts comparison with any

hand-worked leather goods in the world. Following the leaders came a host of other manufacturers, some of them turning out leather goods of genuine merit. many catering to the cheap trade and substituting machine work for hand work. and inferior or imitation leathers for the real article. The country is flooded with cheap fancy leathers now, but the exclusive firms still charge their high prices and are justified in doing it, for the best quality of rare leather is always high in price, and ckilled hand work is never cheap here.

The denied for fancy leathers gave a fillip to the tanning business of the country. and though Europe still holds the paim for the preparation of some leathers, there are a few tanneries here where remarkably fine work is done, and where manufac-turers may procure the bulk of their turers may procure the bulk of their leather. A SUN reporter visited one of these tanneries the other day, having been sent there by the superintendent of a New York firm whose leather goods are famous. "Whatever can be done with leather in this country they do there," said the sup-crintendent, "and they do it better than any one else does. Then, too, they cover

wider field than any other American It wasn't hard to find the tannery. To stand one's ground after finding it re-quired serious moral effort and a firm grip quired serious moral effort and a firm grip upon the basic tenets of the Christian Science doctrines. Presumably, all the workmen were Christian Scientists. They didn't know there was a smell. They docked around in a vague, surprised way when the matter was mentioned, but ad-mitted, doubtfully, that there might be a

elight odor. Men grow accustomed to unspeakable things in order that women may wear chatelaine bags.

Calf skins and alligator skins, next to the smell, were the most ubiquitous elements in the tannery. They loomed up in all sizes, all conditions, all colors. The

sizes, all conditions, all colors. The skins or steer hides were unimposing. but the all gators were enough to get upon the nerves of the most sober man. The woods were full of them. They covered the walls, they hung over the beams, they were piled on the floors, they were going through the burnishing machines, they were being slapped in and out of lime vats were being slapped in and out of lime vats. and coloring vats, they were being pared down and trimmed and grained and hand colored. Some of them were tiny. Some "Lots of alligators," said the foreman

cheerfully.

The reporter admitted the fact.

"There's a big trade in them now," went on the foreman. "We handle anywhere from 75,000 to 120,000 of the skins during the state of them. the year, and have, at least, 10,000 of them here all the time. Aligator leather has been popular for a long time, but until a few years ago, only the belly leather was used. One couldn't give away the horny backs six

have found out how to use the alligator backs and they are all the go. There has been such a call for the skins, both for use in this country and for export, that the supply is decreasing, and the price has gone up 40 per cent. "There are hundreds of hunters, who

make their living by killing alligators down in Louisiana, Florida and Mexico. All of our alligator skins come from those three but the Louisiana skins are best and their skins have little air holes that injure their beauty. We get alligator skins worth from ten cents to \$1.50. You see we buy them by the length, but we sell them by

The big one go into large travelling bags and that sort of thing. The cuttings and small skins are made into pocketbooks, &c. Most of the cheap alligator skin articles you see are made of Jersey alligator. That is imitation alligator, sheepskin stamped with alligator marking and colored. The minute a new leather comes out, or a new process of graining some leather, the imiprocess of graining some leather, the imi-tators get up machines that will make cheap skin in imitation of the new fad. They are

tremendously clever about it.

*Look at lizard skin. That sprang into big popularity some years ago and it holds its favor. Real lizard skin isn't cheap. It can't be made cheap. A pocketbook of good lizard skin ought to cost at least four th lizard skin pocketbooks at 49 cents."
"Where do you get the lizard skins?"

asked the reporter.
"Java and Brazil. The Java lizard is the arger. The skin is harder, too, and wears and doesn't overlap. The only American lizard that is big enough to be used profitably is the Gila monster. It has a beautifully marked skin, but we've never been able to get the leather men to take it up. They think it isn't novel enough. It is too nearly like the other lizard skins and has

no advantage over them.
"Usually the fancy leather goods manufacturers will jump at anything that is new. They mag at us from one year's end to another for novelties and we scramble

Crushed levant is nothing but goatskin moreose put through great pressure so that the grain is crushed absolutely flat the grain is crushed absolutely flat which each workman attends to only one detail and the article passes through many that the grain is a faint tracety on a detail and the article passes through many detail and the article passes through many that it work is the color way to get high art in work. that the grain is crushed absolutely had and shows only as a faint tracery on a ground shows only as a faint tracery on a ground shows only as a faint tracery on a detail and the article passes through many hands. The only way to get high art in work is to give a workman entire responsibility for each article upon which he works. He had been and attends to every described to the leather attends to every described to the leat

other hather we tan in quant t. It's other hather we tan in quant t. It's pard to get and handsome. Then it is hard must be expense, but it has an artistic value and a quality which he mechanically that his blide, so the skin comes into the mar-ket only when he dies by disease or acci-dent. We shap up the skin of every eleplant who comes to grief in the most or the travelling shows, and the leather is always easily sold to the high-class leather groups firms. I can show you one of the

and the foreman, "a thing that is unusual and adds greatly to the value of the skin. There needn't be any waste in cutting, you see. This elephant had a history. Almost all of our elephants have records This was the old chap who had a little difficult with his keepen account of the could be a seen as a second to the could be a seen as a second to the could be a seen as a second to the could be a seen as a second to the could be a seen as a second to the could be a seen as a second to the could be a seen as a second to the could be a seen as a second to the could be a seen as a second to the could be a seen as a second to the could be a seen as a second to the could be a seen as a second to the could be a seen as a second to the second

Almost all of our elephants have records. This was the old chap who had a little difficulty with his keeper, somewhat out in Ohio. The elephant picked the keeper up, put him in the water, set his foot on him and held him there until the man was drowned. Vicious beast, but he'll make stunning bags, won't he?

"We tanned the skin of the elephant who died at the Garden last year rather than move, and we got the show elephant who fell off a train going at forty miles an hour out near Scranton Most of the elephant skin Christmas novelties this year will be made of his mate. She just lay down and died of grief in Baltimore after her husband's sad death. A New York firm is working her up into chatelaine bags and card cases now. There's romance for you.

"Now here's a buffalo hide. Docks a little like the elephant. Well, maybe it does, but it isn't so handsome. Buffalo Now here's a bullet little like the elephant. Well, maybe it does, but it isn't so handsome. Buffalo leather is mighty scarce nowadays and so it is very high in price. Genuine walrus is expensive too. Most of the leather sold

so it is very high in brace.

is expensive too. Most of the leather sold for warrus is seal with a walrus grain.

"Monkey skins are called for steadily. The demand for snake skins has almost altogether died out. They were the rage for a while, but they weren't durable and didn't work up so very well. We keep a didn't work up so very well. We keep few on hand. Here's a bunch of big rattle

and boa constrictors."

He pulled out a pile of mottled skins that looked creepy even in their dried state.
"You see a good deal of the marking
is spoiled," he said. "That often happens and it isn't our fault. Snakes killed in a hot climate are very olly and if the skins aren't properly cared for at the start, we have trouble with them when we get to work at them. I'm glad we don't have to bother with them as much as we did.

Almost all the snake skins we tan now are sent in by men who have killed them and want them for souvenirs.

The superintendent of the tannery has an interesting collection of revenue and an interesting collection of souvenir and experimental leathers ranging from a eating shark's skin to the skin of

man-eating shara's skin to the skin of a man the shark would have liked to eat. The shark skin, which is gray and sand-papery, is a trophy brought back from a fishing trip, by a Wall street broker.

The piece of human skin, which looks much like pig skin, was left at the tannery by a travelling man. He took it in one by a travelling man. He took it in one day and wanted it tanned. The superintendent asked a large round sum fo work. He didn't care for the commis ion and explained that there was only one man establishment who was willing work with human skin. The travelling man went away, leaving the skin and in course of time the workman without prejudice tanned it. Human skin has been cured at the tannery before, merely to oblige customers and the workman says that negro skin, in tanning, loses a very thin black crackly cuticle and after that cannot be told from the white skin. cannot be told from the white skin.

whale skin in the freak collection show

From the tannery The Sun reporter went to the factory of a New York firm noted for the quality and originality of its leather goods. There leathers were to be seen in smaller bulk, but in greater variety, for many imported leathers are used addition to the American tanned skins.

"We buy all the domestic goods we can. said the superintendent, "and the larger share of our fancy leathers are now tanned here; but there's no denying that the Europeans are far shead of us when it comes to coloring. Certain colors are obtained as well here as there, but the American tanners can get no such range of tints. They may accomplish it in time, but I don't believe it, for water and climate both have famous old country tanners. I believe atmospheric conditions would keep us from rivaling them in dyes.

He took up a piece of alligator skin shaded from palest eliver green down to deep green in the heavy workings and with touches of vague rose in the high relief. we can tan that alligator skin Now we can tan that alligator skin as well as any one in every respect save in color, but we couldn't do that coloring over here to save our souls. Look at this

He unrolled a piece of smooth-finished, soft calfskin, over whose prune-colored surface rippled a shading that looked more like water than wood graining. "That is a new effect in leather color shading. We have to get our novelties in

such coloring schemes or in graining schemes now that we can't find new animals for our use. Of course some leathers will take coloring that couldn't be used on others. It depends upon the texture and others. It depends upon the texture and grain. Morocco takes more brilliant coloring than any other leather. Calfskin colors beautifully. Lizard skin colors fairly One grain.

"Now leather tanners and manufacturers well, too.
"Now leather tanners and manufacturers "There is a tendency this season toward."
"There is a tendency this season toward." the use of very light colors in leather, but of course the handsome dark leathers are always in favor. This sea elephant skin is. I think, as beautiful a thing as we have in the place."

The sea clephant skin was first cousin to the land elephant skin-rich brown, deeply grained, but it had a changeable sheen like that of velvet, and though there was apparently no fuzz or hair on it, it took on varying light and shade when stroked by the hand.

"All of these heavy leathers, see elephant, see lion, buffalo, elephant and the rest are hard to work. We pare it down as thin as possible, but the grain is so deep that the leather must be thick at best, and it takes a skilful workman to handle it so that it

a skilful workman to have a skilful will not be clumsy.

The elephant and buffalo travelling bags are the handsomest things on the market. A plain bag of genuine elephant skin is worth from \$100 to \$150 and a buffalo tag sells for about \$75. Here is a walrus skin that is going into chatelaine bags. You that is going into chatelaine bags. You see it is badly cut up with fighting scars and harpoon scars. That's usually the and harpoon scars. Tha trouble with walrus skins.

"The American steer skins and calf skins have the came fault. The barbed-wire fences of the West are responsible in that case. All of our finest steer leathers are imported ade cheap. A pocketbook of kin ought to cost at least four, but the country is swamped in pocketbooks at 49 cents. "Most of our pig skin is imported, too. We have nogs enough here, and our tanners could tan the skins well, but the packers brazil. The Java lizard is the are too busy doing other things with hogs to bother about skinning them. say that they can make more out of the skins in bacon than they can by using them for leather, so we have to import the leather. There was a boom in it when

the women took up finger purses, but now the demand has fallen back to normal. "All the Russia leather we use is imported from Russian tanneries. We make very good Russia leather here, but the fra-grance doesn't last as it does in the Russian crevis. Over there the perfuming is done by goods. Over there the perfuming is done by

new. They mag at us from one year's end to another for novelties and we scramble around, trying our best to meet the demand. We are experimenting all the time, but the animal world has been pretty well exhausted in the search for new leathers, and now, about the only way to get new fancy effects is to invent new processes and work up new grain effects in the old leathers.

"Some leathers have a set, natural grain and one cannot do much with them, but others, like calfskin, morocco and seal, will take all sorts of graining, according to the work put on them. We have skilled workmen who manipulate the skins by hand, rolling up the grain, crushing it out, &c.

Crushed levant is nothing but goatskin morocco put through great pressure so

for each article upon which is described and it is the most expensive fairly leather and attends to every decay of the pure side is worth more than any heather we tan in quant to it's the work is slow, the finished work to be an article of the work is slow, the finished work is slow. made object can rival. The American public is slowly learning to understand that

BLOOD POISON

M.C.D. BORDEN AND HIS RIVALS SURPRISES HE HAS GIVEN THE

PRINT GOODS TRADES.

Raises Wages When His Competitors Talk Reductions—Hig Purchases on Weak Market—Methods That Perplex the Trade -- His Success.

Just before the end of September, when for weeks there had been serious talk o an impending strike of the mill operatives at Fall River, owing to a belief that wages would have to be cut. Matthew C. D. Borden of this city appounced an increase in the wages of his mill hands at Fall River to the extent of 5 per cent. The announce ment was a surprise and a shock to the dry goods trade, a surprise that anybody should increase wages when the question of requeing them had been very generally considered and a shock because this action of Mr. Borden's upset the calculations of his competitors and left them wondering how they were to come out of the situation.

Now, in less than one month after that first increase, Mr. Borden has made the announcement that, beginning on Nov. 2, there will be a further increase of 5 per cent. in the rate of wages paid in his mill. If his competitors were surprised in September, they were still more astonished by his October action. They were not slow in finding motives for his course and, although the motives are such as govern generally in business, the implications made in mentioning them were calculated to place Mr. Borden's conduct in an unfavorable light. It is, however, only because his opponents talk louder, usually, than his friends, that more has been heard in adverse criticism than in praise of him Mr. Borden has made his competitors squirm before. As they are many, while he is but a single individual, it might be supposed that sharp and radical move-

ments by him which so disturb them would come to be unfavorably regarded by many persons in the business world; and this would undoubtedly be the care if Mr. Borden's actions caused a real upset in the business situation, but it is generally when the situation is already a disturbed one that Mr. Borden administers his emergency treatment. He has done this now for several years and up to the present time, so outsiders say, events have justified his course not only in the increase of his profits but in a strengthening of the market, which his action has affected.

Mr. Borden is a remarkable man, and his history as a New York merchant has been an extraordinary one. Yet he says that what he has accomplished may be done by any one who knows the business. Men who know of him only as a very rich

Oh, but with all his money he can do what to the rest of us is impossible."
Which is quite true. Only. Mr. Borden made all his money by conducting his busi-ness along the lines which he perceived

"He's done it all right here," said another successful New York dry goods merchant resterday. "Why, I remember when Matt Borden used to come around here with print cloths under his arm, selling them."

In a few words this is what he has done. He came here as a clerk, he became a firm member; when his father died leaving the Fall River business in a state of failure and he disagreed with his brother, as to and he disagreed with his brother, as to business management, he bought out his brother, reorganized the business and built it up so that it is one of the greatest plants of its kind in the world; he branched out, established a mill of his own to feed his printing establishment, equipped himself so that he can now make 50,000 pieces of cotton cloth a week and print 75,000 pieces. cotton cloth a week and print 75,000 pieces a week, employing 3,000 men to do it; he prospered until he can now, single handed effect his transactions in millions \$1,000. one at a single deal—and manipulate the market as no other single interest can. To effect the reorganization of the Fall River business he ran into debt to the ex-

tent of the very utmost credit be could get; to-day he devotes two hours daily to his office, lunches on bread and milk, and enjoys life on his luxurious yacotts.

This is the sort of man with whom the dry goods men have to reckon, so it is not to be wondered at that they have things to say about him. There are said to be 25,000 men employed in the Fall River mills. so that he has less than one-eighth of them. The value of the mill plants up there is nearly \$50,000,000, and all the other manunearly \$50,000,000, and all the other manufacturers association. But Mr. Borden copes with them by himself. He stirs them up, it seems, whenever he wants to, but so far as is known they are not able to do anything to him. At any rate if they do hit him little or nothing is heard about it, but when he hits them, as he has done just now by his 10 per cent, advance in the wages of his employees, altention is called to what is going on. His enemies condemn him; his admirers smile complacently at another trick turned, and usually are at another trick turned, and usually are able to point out that while he has made a profit for himself he has also relieved the general situation if it has been a bad one.

As it has been in previous instances, so in this one: Mr. Borden's friends say that had he not advanced wages in his milis as September, there would certainly have been a strike in Fall River, for the other manufacturers would have cut wages and the operatives would not have stood the cut. Itis action in raising the wages in his mills made it impossible for the other manufacturers to lower them in their mills. He had just previously bought several hundred thousand pieces of gray cloth, hundred thousand pieces of gray cloth, prices stiffening on his purchase, and since then and in consequence of this act, another merchant said resterday, the market has been stronger. His purchases of the gray print cloths sent up the price from two and seven-sixteenth cents to three cents.

When that advance was followed by Mr. Borden's announcement that he would pay his workmen 5 per cent. more wages, there arose the usual speculation as to just what his scheme of business was. His adverse critics said that, he had found that he had not succeeded in cornering the market, and therefore had set himself to increase the troubles of his competitors by foreing them either to meet his advance in wages or stand a strike.

by forcing them either to meet his advance in wages or stand a strike.

His action would also tend to strengthen the market by stiffening prices and so prevent the slump which might have been expected to follow an imperfect corner, said these critics. As he had possessed himself of much of the available stock, but not all of it at low prices, this stiffening of the market would heighten the cost of the remaining stock to his competitors. the remaining stock to his competitors. To meet his advance in wages would increase the cost of production to them, while to refuse it and face a strike would not only refuse it and face a strike would not only cause a less to then but also faure to his good by keeping stocks low. Thus, said the critics, Mr. Borden was playing a sort of "heads I win, tails you lose" game with his competitors, he being able to sustain the additional cost of \$25,000 a year that

his increase in wages would entail, while they could not afford it.

This view was not shared by all those who were affected by Mr. Borden's action, however. One who spoke from a different *If Mr. Borden has made money and now

is willing to divide some of it with his emshe wing himself a mighty good fellow. If at the same time he finds it good a business stroke to do so why, doesn't that show that he knows how to do good business? "Suppose that in conducting his own business, and incidentally sharing good results with his employees, he does force competitors into the position of raising the wages of their employees too and thereby increases the cost of production to them, what has he to do with that question? He in business for himself as they are for emselves." These two opinions typify the discus-

sions that arise upon each new move of this haracter made by Mr Borden. There is immediately an outbreak of demundation of him for a seifish abuse of power, and, if you look for it, a discriminating commends-

tion of him for his business accumen. Upon his announcement of the second 5 per cent increase of wages, all the bitterness with which he was criticised for his September increase was let loose again.

Again it was intensified and the assertion made that Mr Borden was manifestly determined to force his competitiors to close their mills in order that he should not be obliged to take from them the print cloths which he is under contract to purchase at prices which he himself inflated. For it it was known that he had bought some futures, or goods for future delivery, a procedure not unprecedented with him. It was charged that he was deliberately inviting a strike among more than 20,000

nill operatives.

Those who did not charge that he wanted o break contracts, said that he wanted to old up the price of his own stock in hand by forcing the other mills to shut down and so prevent them from supplying the markets with any more. The other manmarkets with any more. The other manufacturers, representing some forty cotton corporations at Fall River, had declined to follow his advance of wages in September and they declared that they would not follow his second increase. No strike came as a result of their first refusal, but despatches were promptly sent out from Fall River after their second saying that the labor leaders had unofficially given notice that there would be a strike now unless the mills generally advanced wages. The

the mills generally advanced wages. The outcome remains to be seen.

Mr. Borden's supporters scoffed at the charge that he desired to force the lapsing of contracts. They said that he had always kept his engagements, relying for

always kept his engagements, relying for his successes solely upon the perspicacity which has so well served him throughout his New York business life.

Mr. Borden himself is not noted for volubility in a public way. He has usually kept quiet and done things, whatever the direction of his activities. To newspaper reporters, while he has occasionally given short interviews, he has usually intimated that his business manosuvres were strictly short interviews, he has usually intimated that his business manocuvres were strictly his own affairs, commercial transactions purely, which were of no concern for the general public. He has always, however, when speaking at all, held to the position that they were business measures pure and simple, as on their face they showed them-

in this instance, when the charge of in-viting a strike was brought to his attention. Mr. Borden said that he had no such idea. "This business is not a secret, known only to a few," he said. "The avenues of success in it are open to all. If my com-petitors cannot grant their men the 10 per-cent, increase in salary which I have given profits with their employees, or they don't know their business and have not suc-ceeded in making it pay. "The increases announced in my mills

are warranted by the conditions which exist in the trade, or in my trade, if you prefer. I did not raise wages with any object such as my competitors ascribe to me. If there is a strike, the responsibility will e theirs, not mine.

Mr. Borden in this explicit personal statement shows himself in exactly the light in which his friends see him. One of these, a man in his own business, said:
"What he does he does to succeed in business and he has succeeded. Now he can do about as he wants to. He has not can do about as he wants to. He has scattered his energies or diversified interests. He does not go into a lo interests. He does not go into a lot of things, or different lines of goods, but confines himself to a few staples—print

"He does not stock up with immense supplies, but sells up to his production, and so is able to take advantage of any temporary condition of the market if he desires to do so or sees any object in doing so. He keeps the control of his trade, fixing the prices at which his goods are to be sold, and those that handle them observed their agreements.

serve their agreements with him.

"He has confidence in his discernment and makes hold business moves. His prevision has been justified heretofore, so he can now act on a large scale. He believes in high prices and in good wages. and he believes in sharing good fortune to an extent with his workmen. He be-lieves that they should be satisfied, and the result is that he controls them, just as he does his general business, and he

"His employees have confidence in him, knowing that, although sometimes they may have to stand a reduced wage, just as soon as the wheel turns the other way their employer will be liberal with them again. employer will be fiberal with them again.
If the market goes up and profits are large,
he puts the wages of his mill hands up. If,
on the other hand, it goes down so that
profits will not justify the established
scale he will put down the wages. It will

higher wages will stand. If conditions get worse he'll put them down again.

Berden is an autocrat in his business straight through. Things go in it as he says. straight through. Things go in it as he say That is one of his advantages. He has board of directors to submit things If he says to-night to post a notice of He has no increase or decrease in the wages at his mills, it will be done at once. If he says that there will be a change in price, the thing is done. There is one point on this score though on which he differs from some concerns if he is going to hoist the

price he always gives his customers a chance, a few days notice. "Take this question of an increased wage. If the other manufacturers were to consider the matter they would have to have several meetings, the question would go before different directorates, there vouid be postponements, and then at the end they would conclude not to do it. Borden decides and acts, and there is no parley. Having the confidence of his operatives he is in no danger of strikes.

"But he doesn't raise wages out of phil-anthropy: it's pure business. He can manipulate the market, but he does so to make stable conditions chiefly. 'sually e is a buyer when the tone is dull or weak once in a while he will turn to and sell a few thousand pieces at whatever price he wants to, if the market isn't where he inks it ought to be.
"But I never knew Matt Borden to fail

to live up to a contract. He isn't that kind. That talk is bosh. He's a smarter business man than most of them; that's all there is to most of these objections to his course from time to time."

It has been said already that this is not the first time that Mr. Borden has treated the trade to this sort of medicine. He has kept aloof for the most part from the other manufacturers, or "has not jibed with them," as it has been expressed, al-though he has made purchases from them

in large amounts. some former times of threatened what he would do in his mills when the other manufacturers and the trades unions have been considering the wage situation. He has allowed the employers and the mill hands to fight it out between themselves, and if the proposition, for instance, was to reduce wages, and the employers won, he would reduce the wages in his mills to the standard scale; or if the employees won, then the wages in his mills would not be

changed. angest.
At other times, when there has been a
at of goods in Fall River and no market,
has stepped in and bought half or all of the stock for cash and thus relieved the ension. One instance of this sort revealed possible reason why Mr. Borden might not necessarily feel himself called upon new to consider always the interests of his competitors when he is inclined to take racical action in the market.

It is told that after he had made one of these heavy cash purchases and so relieved the strain on the market considerably his rivals failed to stand by him, but instead were straightway and undersold him. Mr. Borgen's ability to take care of him-self, however, was shown not a great while afterward when he voluntarily raised the wages of his mill hands 10 per cent, at a stroke, forcing his competitors to follow stroke, forcing his competitors to follow him. That was several years ago. It was one of the things which made Mr. Borden what he is in Fall River, the most popular employer with the operatives.

In February, 1897, when there was great depression in the cotton manufacturing industry throughout New England an agreement was made to allow 3,500,000 spinishes in Fall River alone to remain idle several days a week for thirteen weeks. Mr. Borden at this junsture stepped in and bought outright 750,000 pieces of print cloth at 2 9-16 cents, and the greatest stress och that 2 9-15 cents, and the greatest stress of the market was at once relieved. It is than two years he again, at a critical juncture, reade himself the most con-

of the most influential men in the cotton manufacturing ladustry.

Conditions similar to those of the early part of 1897 had again overspread the industry in New England in the fall of 1899. There had been one reduction of wages which the cotton mill employees everywhere had been obliged to accept, but a very large stock of cloth remained in the market and another reduction of wages was seriously contemplated. The operafurther reduction, but on the other hand must have an advance.

In Fall River the unions came to an agreement with the Manufacturers' Asso-

ciation, binding themselves to accept a 5 per cent, advance in wages. Mr. Borden posted notices that wages in all depart-ments of his mills would be increased 10 per cent., and the unions of course, forth-with refused to be satisfied with any less than a 10 per cent, increase in all the mills This advance was made later in the other This advance was made later in the other Massachusetts mills outside of Fall River, and was followed in due course in the Maine and New Bases. and was followed in due course in the Maine and New Hampshire mills; no that Mr. Borden, again voluntarily forced up wages and not only in the town of his immediate interests, but throughout New England. Enemies leaped up around him that time. Employers whose sole idea of meeting a trade crisis was embodied in the reduction of the wages of their workmen, could neither understand nor forgive the man who in such a season could offer 10 per cent, more to his employees. But Mr. Borden, sawing wood, said nothing. He went on profit making, and again in less than one year showed the wealthy and able men in the great business of dry goods that he was on the alert to undertake a profitable deal at any opportune moment. This happened in the early fall of last year. There was under way one of the familial discussions of the possible necessity of reducing wages in the cotton mills again Business in cotton cloths was dull. The output of the Fall River mills was in the hands of the Selling Committee, which had been established to control the market in the interests of conservatism and the preservation of prices, so far as possible. The output of the mills had already been surialled, but the talk of a reduction of wages had not ended.

On Sept. 4 Mr. Borden bought from the

Selling Committee 500,000 pieces of prin-cloth at 2% cents. The cloth was bough for his printing factory and was to be de livered to him in weekly installments o ivered to him in weekly installments of 0,000 pieces. The cost of this purchase o Mr. Borden was about \$750,000.

Two days later there was a flerce bear panic on the New York Cotton Exchange Traders had discovered what it was said afterward Mr. Borden had evidently afterward Mr. Borden had evidently seen sooner, namely, that there was to be a shortage of cotton. The world's visible supply, in storage, was about 1,200,000 bales. The new crop, according to predictions, was to be about 10,000,000. The average yearly consumption of the world for the past three years had been 11,500,000 bales. Cotton jumped that day on the exchange from 36 to 42 points. And that day had Mr. Borden chosen to sell his heavy purchase of cotton cloths of two days before the price, it was said, would have been in the neighborhood of 3½ cents, as against the 2½ cents at which he bought the greats.

Mr. Borden said that he did not buy for the purpose of keeping the mills open and thereby keeping wages up, although a believer in high wages. "I am in favor of high wages as a general

principle of business," he said, "just as every other manufacturer is. But my purchase was not an unusual effort to re-lieve an unusual state of affairs. Wages st always be kept up, because cheaper of manufacture cheapens price-My purchase was a mere matter of business, and I do not see why it should be dragged before the public. I needed the cloth and so I bought it, just as any-body who needed bread would buy it. Mr. Borden is 59, but his large importance in the business world is a matter of omparatively few years. He was born Fall River, the son of Col. Richard Border in Fall River, the son of Col. Richard Borden who was a pioneer manufacturer there he was educated at Phillips Andove and Yale and was graduated from Yale in 1864. He came to New York and took i in 1864. He came to New York and took a place as a clerk in a dry goods jobbing house. Three years later he became a partner in a commission firm and represented the American Print Cloth Works of Fall River.

as the American Printing Company. Seven of this company are among the of their kind in the world.

Mr. Borden decided that his printing works required so much cotton cloth to keep them busy that he would build mills for spinning yarn and weaving cloth himself. He built three, and afterward a

failed in 1879 and he rec

himself. He built three, and afterward a fourth, and now there are five of them, known as the Fall River Iron Works mills. With them and the print works he is in position to do a complete business, largely independent of the markets in which the other printers are obliged to deal.

When he reorganized the print works he allied himself here with the commission house of J. S. & E. Wright & Co., which is now Bliss, Fabyan&Co., in Duane street, a connection in which he has continued ever since.

Mr. Borden is called taciturn. He is a dub member and enjoys yachting. He belongs to the Union League, Republican, Metropolitan. The Players, Merchants, Downtown, Riding and New York Athletic Clubs, the Yale Alumni, the New England Society, and the Seawanhaka Yacht, South Society, and the Seawannaka Facht, South Side Sportsmen's and Jekyl Island Clubs. He owned the yacht Sovereign which he sold to the Government in 1898. It became the Scorpion. He has since used his smaller yacht, the Vedette, 123 feet over all. She

yacht, the Vedette, 123 feet over all. She is often seen in the harbor and neighboring waters.

Mr. Borden is a director in the bank of the Manhattan Company and the Astor Place and Lincoln National Bunks, and in the Lincoln Safe Deposit Company and the New York Security and Trust Company and the Security of the Security and Trust Company and the Security of the Security and Trust Company and Security pany He married in 1865, when one year out of college, Miss Harriet M. Durfee of Fall River. They have had seven children. Fall River.

QUEER COLORADO FOLK. Valley Dwellers Who Climb Over the Mountains Only to See the Circus.

From the Denter Republican

"Colorado seems to have developed two lasses of people which are peculiar to this part of the country and resemblance to the clans of the old countries and to the gypsies," said Prof. L. G. Carpenter of Fort Collins.

"One of these classes lives in accessible districts but in secluded communities which are miniature welds in themselves. Throughout the State there are numerous intle valleys shut off to an extent by natural formations from the rest of the world in which a community lives from year to year content with existence in their little handet. They are as distant from the rest of the world as the mountaineers of Kentucky or Tennessee. But on one point they are vulnerable. The circus is the magnet which draws them from their seclusion. In some manner the news of the circus reaches them with the utmost accuracy and from the seclusion the inhabitants of these little vales merge forth and place their coin at the altar of the circus man. The desire of these people to witness the circus is a sort of mania and one family which attends the circuses at Fort Collins regularly every year has been known to dispose of the family cook stove in order to secure funds with which to attend the tented show.

The other class is a normadic lot of precise to see the control of the control dispose of the family cook stove in order to see the total control of the secure funds with which to attend the tented show.

The other class is a normadic lot of precise possibly their inclination would lead them to live out of doors all the time with as cover like the but the single dome of the sky but some concessions are made by them. little valleys shut off to an extent by hatural

MUSIC HAS CHARMS.

The Steinertone and the Chase @ Baker.

The Steinertone Grand and Upright Pianos are now considered to be the best Pianofortes in the market. All other makes are built on old principles. The Steinertone is a modern instrument.

The Chase & Baker is a self-playing Piano Player, and is also of modern origin. The manufacturers of this instrument are scientists as well as mechanical experts, and they make the finest Piano Player in existence.

Our warerooms are daily crowde! with visitors, and we mean to su, ply the public with the finest instruments. Re-

THE STEINERTONE CO., 130 Fifth Ave., Cor. 18.h St.

LUNCHEON AT A RESTAURANT POPULAR NOWADAYS.

Bunches of Femininity to Be Seen at Fashionable Resorts in the Afternoon Changed Tastes of Women in Gastronomy They Tip the Walter.

Woman may scorn her breakfast and

eglect her dinner, but she loves her funeon. It is the favorite feminine repast id this season it has become a fad to have in the restaurant of some botel Five o'clock teas, which were the favorite functions for gatherings of smartly gowned emininity, have lost much of their vogue. The fashionable Fifth avenue hotel ning rooms from 1 until 4 each day are filled with groups of women of the leisure class all richly costumed and all apparently known to one another. There are luncheon parties at many of the tables, six or more women enjoying the same menu. Now and then one sees a woman alone or with a man. But feminicity is largely in the

majority The restaurants have made a specialty or catering to feminine tastes at this midday meal. All sorts of dainty dishes are ound on the menu. Ices of rainbow shades are served in graceful glasses, pleasing the eye as wed as the palate. Flowers are on the tables and the linen shows designs and effects which would be completely wasted on men. The result is that the demand for tables has become so great that is necessary to engage them ahead.

The greatest good fellowship prevails these feasts and those who say that women are always stupid when they are in their own society and that they dress only to please the men should glance in at any one of the popular dining rooms at the luncheon hour and see how false is this assertion. The conversation is animated and witty and laughter of a sort that would have been considered boisterous in our grandmothers' day is frequent

Women are not only very fond of their incheon, said the steward of one of the uptown hotels, "but are learning how to eat and even developing epicurean tastes I think it must be owing to the fashion for restaurant dinners that has educated women in this respect for time was, and not so very long ago, when it did not matter a bit what women are so long as it was served on a pretty plate. Dessert used to interest them more than any other course. now women know how to order course

but now women know how to order courses
that will harmonize and can discriminate
in the matter of sauces.
"Women ne longer pore over a bill of
fare in indecision. They order without
hesitation. In most cases when a woman in advance. We have cases in which women will send an order a week or two ahead in order that we may be able to send to certain localities for special birds or for fruit and vegetables that may not be perect in the markets.

invariably we serve one a luncheon. Women rarely Almost invariably we serve one when through a luncheon. Women rarely have different wines. That is going out of fashion for dinner also. We often serve a before-luncheon cocktail very delicately compounded. White wines are the feminine favorites and champagne stands at the head. It is quite true that the habit of serving wine at women's luncheons has grown within the last few seasons. It proves that they are learning how to eat properly and it causes them to enjoy the viands.

There was a time you know when a woman's luncheon was a very dismal af-fair, a half hour stolen from shopping with food guiped down without any regard for its fitness. Lobster salad and cakes and chocolate eclairs were the favorites in those days, taken with milk or with ice Indigestion was the feminine ill then and no appetite was the general com-plaint together with head aches.

"But women are healthier now and one reason for it is that they enjoy their lunch-eons and eat the proper sort of food among pleasant surroundings. I presume that the golf fields and the bicycle have aided largely in the improved conditions, but it is more difficult to explain how women have gained their education in epicurean

Men at the clubs often talk a great deal about different dishes and foods, but women do not as a rule discuss soups and salads. But they have learned in some

salads. But they have learned in some mysterious way and have grown extremely particular as to the cooking as well as the service of the various dishes.

There is a typical bill of fare for a woman's luncheon. You see it begins with oysters and the hostess has made a special request for deep shells and medium-sized oysters. That is one specimen of the mproved tastes of women in these matters. Next, there is consomine in cups, and after that, patties of lobsters with a delicate sauce. Then follow grouse broiled and currant jelly, mushrooms baked, a salad and small meloos with ice cream and Maraschino.

bady giving the hincheon party will come in a day or two before and consult with me as to what can be specially well-recommended at the time. This shows what an interest women have begun to take in matters pertaining to the palate. matters pertaining to the palate. "Melon local and served with the local photographs go is a puzzle."

IT'S WOMAN'S FAVORITE MEAL cream and a little Maraschino has been on the popular desserts for his been popular desserts for hi one of the popular desserts for luncheons. Now we have some in getting melons of the right so are substituting at a cherry Char It is made with ripe strawberries and foot jelly, arranged in layers and foot-in a mould with a hollow centre. There some strawberry jules is mixed up with powdered sugar and cream and placed in the centre of the mould. It is all footen together and makes a deliciou Women have entirely different from men in the matter of sauces do not care for curries as a rule alth we have more demand for curries of than formerly. Nor do they care for sauces. They like a sauce that has in it and that has

and tartar sauces "It may surprise you to know that many women are accustomed to making own salad dressings at the table to of course a great deal more in than having the watter prepare it. gives an individual touch which has to do with the virtues of a salad In salads they are given to the pinations, grape fruit, apples and orange dressed with a mayonnaise. The fav-just now is celery and apple saind, taste for odd saiads may be of a fail "Small birds are popular for women's luncheons, squab or partridge or grouse being rarely left out of the menu. Women do not like their game birds cooked in the same manner that a man does. Men like birds very rare as a rule. Women do not care for them unless they are done a minute.

or two longer. There is a great run on devilled chickens legs and turkey legs. It began last win and promises to last another seasen. To are tads in food you know, like everying else. The legs are scored and mustard salt and pepper rubbed in the cuts. The they are broiled on a hot gridiron and served with butter. They are very good but hardly good enough to justify markable demand there is for th

the women's luncheons they are ver ometimes when a dish pleases a lady's fancy she will write and ask me how gets such excellent lobster Newhurg or it may be some other dish, at the So-and So Club. I should like to have it at my

luncheon served in exactly the same way Another thing in which women have improved is in the matter of tipping a waiter. Women of fashion rarely rewarded well sware of the custom. For fistance a woman would dine with her husband on evening and he might give the waiter a liberal tip. The next day the same woman might be served by the same waiter, but she would not think of giving him anything

But women give their waiters somethin: invariably nowadays; not a small tip but quite a generous one. A dollar is quit the custom with some ladies who lund here. Of course they get better service. It is a lamentable fact that nothing can make a waiter attend to his duty better than the consciousness that he receive a reward when the meal is o

CUINESE BEFORE THE CAMERA Outbreak Here of a Fad for Having Their

Pictures Taken. The photographer pointed to the pictures in the easel near the door and asked. 'What

do you think of them?" "Why, they look like Chinamen," said the caller.

"Well," he returned dryly,"I certainly hope they do. It would be rather tough on me if they didn't, because Chinamen sat for them Honestly, I've photographed enough China men in the past year to run a whole rice plantation and an opium farm, and still they come. They surely have got the craze in a virulent form.

"I had lots of fun, and incidentally lots of trouble, with my new class of customus when they first began to patronize me couldn't make them understand my in tructions, and no matter how clever!"

I possed them the minute my back was turned they would wriggle and twist around like contortionists, and the attitudes cause in some of their pictures were enough make Great Joss himself shed tears

Those pictures in the easel represedifferent phases of my career as an art different phases of my career as an arti-in Oriental colors and materials. Som of the faces are utterly devoid of expression while others indicate abject fear. I laborate equally hard to overcome both of the difficulties. The worst snag I struck posing Chinese subjects was the arrang ment of their clothing. In the beginning they seemed to think that when they called on me they were going to a bull or a funera and came trigged out in outlandish trumpery. It took no end of persuasion to in

essentially feminine. A man would never order this selection. In many cases the lady giving the luncheon party will come in a day or two before and consult with me as to what can be specially well-reven.

POMMERY WILLIAM



No higher compliment can be paid to the taste of your guests than by offering them POMMERY.

CHAMPAGNE